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Russian S.F.S.R.

Russian Socialist Federal
Soviet Republic

New York

[1919?]

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**Russian Socialist Federal
Soviet Republic**

BUREAU
of the
REPRESENTATIVE *in the* UNITED STATES *of* AMERICA

COMMERCIAL DEPARTMENT

WORLD'S TOWER BUILDING
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Russian Socialist Federal Soviet Republic

Bureau of the Representative in the United States of America

Commercial Department

THE COMMERCIAL DEPARTMENT of the Representative of the Russian Soviet Government is organized for the purpose of making purchases in the United States of all goods required by the Russian Soviet Republic, and for the sale of Russian goods in the United States. The nationalization of the export and import trade by the Russian Government places the entire foreign trade of the country in the hands of the central purchasing institutions, under the Supreme Council of National Economy in Moscow, and of its representatives in foreign countries.

The foreign trade of Russia, in the year 1913, amounted to 1,374 million rubles in imports and 1,520 million rubles in exports, of which the United States secured 79.1 millions in imports and 14.2 millions in exports, the bulk of Russian trade going to Germany, Great Britain, Holland and France. Now, however, there is excellent opportunity of diverting the stream of Russian trade to the American market. The United States is in a particularly favorable situation to replace Germany and Great Britain in the markets of Russia; she has some of the goods required practically in stock, ready to be shipped; she has the factories, the men, the raw material.

Products of American manufacturers will have to meet, in Russia, topographical, geographical and climatic conditions, which, in many respects, are similar to those of America, rendering articles prepared for the American market readily adaptable to Russian needs and requirements. For example, American agricultural machinery, such as tractors, gang plows, harvesting machines, etc., answer admirably Russian require-

ments; American mining machinery, road-building machinery, etc., will meet in Russia almost the same conditions as here; and shoes, clothing, automobiles, typewriters—these products which characterize American methods of manufacture—are equally adaptable to Russian conditions.

As soon as trade relations with Russia are resumed, the Soviet Bureau will easily become the biggest import and export institution in the country. We are organizing to meet such a condition. We shall have departments under competent directors to deal with every branch of industry. We shall follow modern business methods in the establishment of standards of quality and value. For goods measuring up to those standards we shall be ready to pay a price corresponding to their actual worth. We are not out for shoddy or sweat-shop products. Our instructions, naturally, are to buy goods made under trade union conditions, and we are going to carry out these orders not only because of the general identity of the Russian Republic with the interests of labor, but because we believe that the resources of the world are sufficient to afford an equal opportunity for all to live without exploitation. The quality of our products should not reflect improper working conditions. We shall not buy, for example, anything made by child or convict labor. If the cost of goods manufactured under proper working conditions is going to be higher than those under sweat-shop conditions, we are willing to meet it.

We are ready to receive bids from manufacturers of various products, and to place orders with them as soon as export licenses to Petrograd or Riga can be secured for our purchases. We are in the market for all kinds of manufactured goods. In the first place, we need railway equipment. This branch of purchasing is in charge of a special department under the direction of Professor Lomonosoff. Vast supplies of railway material for Russia are already stored in the United States, ready to be shipped as soon as the present unnatural situation changes. Secondly, we require agricultural machinery, tools, electrical supplies, automobiles and trucks, drugs and chemicals, shoes and clothing, foods suitable for export, excepting grain, and a thousand and one other things which are made in America and can be used by civilized communities.

The Russian Soviet Government is prepared to pay for

6 April, 1920 - C.R.W.

its purchases in a manner which will make the trade independent of the depreciated value of the ruble. First, it is ready to place \$200,000,000 in gold in banks abroad as soon as trade relations are established. Second, there are large stores of raw materials in Russia, such as flax, hemp, bristles, hides, furs, platinum, precious stones, etc., ready for shipment to the American market. The value of these exports will go toward balancing the imports into Russia. Nor will the Russian purchases be limited to \$200,000,000. Need of important products is far greater at this time than before the war. Not only are we confronted with the problem of rebuilding that which the war devastated, but Soviet Russia wants to build up a greater and more developed country than Russia ever was. The Revolution elevated large masses of the people to a higher social standard, and every man, woman and child in Russia today is a potential customer for many articles which were never used in the past.

Facilities for shipping goods to Russia can easily be obtained. Russia herself has a good many large vessels which are now in the hands of various Allied governments, or tied up in Russian ports, but which will, of course, be available as soon as relations are established. It is also clear that with little foreign trade with the Allied nations at present, a good deal of American tonnage may be available for Russian trade.

While we are primarily interested in the shipment of goods to Baltic ports, we expect that as soon as Allied troops are withdrawn from Russia the ports on the Black Sea will become available. The Russian Government in improving its transport facilities between the interior and these ports. Thus there is no insurmountable difficulty to prevent America from establishing profitable trade relations with Soviet Russia.

It is paradoxical, perhaps, but nevertheless it is true, that Soviet Russia, which has been looked upon for a long time as lost to international trade, offers today greater possibilities in this respect than does any other country in the world. It is only necessary to look upon the situation from the point of view of actual facts, rather than passionate, indiscriminate prejudice. America is hurting herself by maintaining a blockade against Russia. The present situation is unnatural. Normal conditions can not be reached without cable communication, without passenger traffic, and without an exchange of products between

the two countries. The solution of the problem is simple and lies with the American people. Put an end to the blockade, get in touch with the great country in the East. Actual intercourse and economic relations should be the touchstone of investigation of Soviet Russia.

The following are lists of articles imported into Russia from the United States in the years 1916 and 1917, and articles in Russia available for export.

ARTICLES (EXCEPTING MUNITIONS) EXPORTED TO RUSSIA FROM THE UNITED STATES IN 1916 AND 1917

- Abrasives
- Agricultural implements
- Aluminum, and manufactures of
- Brass, and manufactures of
- Breadstuffs
- Brushes
- Buttons
- Cars, carriages, other vehicles and parts of:**
 - Aeroplanes
 - Automobiles, pleasure and commercial
- Cars, passenger and freight, and parts of:**
 - For steam railways
 - Motorcycles, bicycles
- Chemicals, drugs, dyes and medicines
- Cocoa and chocolate
- Coffee
- Copper, and manufactures of
- Cotton, and manufactures of:**
 - Cloths
 - Wearing apparel
 - Knit goods
- Dental goods
- Electrical machinery, appliances and instruments:**
 - Dynamos and generators
 - Insulated wire and cables
 - Motors, meters, transformers
 - Telephones
- Fibres, vegetables and textile grasses, and manufactures of
- Fruits and nuts
- Furs and fur skins
- Glassware

Grease, soap stock and other
India rubber, manufactures of
Instruments and apparatus for scientific purposes

Iron and steel, and manufactures of:

Bars or rods
Bolts, nuts, rivets and washers
Builders' hardware
Car wheels
Cutlery, horseshoes, etc.
Enamelware

Machinery, machines, and parts of:

Air compressing machines
Cotton gins
Elevators
Engines, gasoline, steam and other
Laundry machines
Mining machinery
Printing presses
Pumps and pumping machinery
Sewing machines
Refrigerating machinery
Shoe machines
Textile machinery
Typesetting machines, linotypes, etc.
Typewriting machines
Wood working machines, and other

Nails and spikes
Pipes and fittings
Radiators and coils
Rails
Railway track material
Safes
Sheets and plates, iron and steel
Structural iron and steel
Tin plates, terneplates and taggers tin
Tools
Wire and woven fencing
Lamps, chandeliers, and other
Lead, and manufactures of

Leather and tanned skins, and manufactures of:

Boots and shoes
Harness and saddles
Locomotives

Meats and dairy products:

Tallow, lard
Condensed Milk
Naval stores

Nickel, and manufactures of
Oils, mineral and vegetable
Paints, pigments, colors and varnishes
Paper, and manufactures of
Paraffin and paraffin wax
Pencils
Phonographs, etc.
Photographic goods
Plumbago or graphite
Roofing felt and similar material
Shoe findings
Soap
Starch
Sugar and molasses
Tin, and manufactures of
Tobacco

Wool and manufactures of:

Wearing apparel, and other

Zinc, and manufactures of:

Spelter
Sheets, ship, boiler plates

ARTICLES IN RUSSIA AVAILABLE FOR EXPORT

Breadstuffs:

Barley
Eggs
Oats
Rye
Sugar
Wheat

Bristles

Chemicals, drugs, dyes and medicines:

Fusel oil
Lactarene
Licorice root

Feathers and Down

Fibers, vegetable and textile grasses:

Flax
Hemp
Laces and embroideries

Fish and caviar

Furs
Hair
Hides and skins

Leather and tanned skins

Meats and meat products:

Game
Sausage casings

Minerals:

Platinum
Precious stones
Manganese

Oils, vegetable

Potash

Rennets

Seeds:

Red clover
Sugar beet
Flax

Vegetables:

Mushrooms
Whalebone

Wool:

Hair of camel, goat, alpaca
Carpets and rugs

Wood, and manufactures of.

Russian Exports in 1913

Bread and foodstuffs.....	839.8
Raw materials	561.
Animals	34.4
Manufactures	84.8

1,520 million rubles

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TITLE**